

Technology Transfer at Berkeley Lab

Dr. Elsie Quaite-Randall, MBA
Chief Technology Transfer Officer



Innovation and Partnerships Office

CRENEL Meeting
May 22, 2015

Berkeley Lab Technology Transfer

Berkeley Lab has partnered with industry to

- Provide access to Berkeley Lab's unique user facilities and expertise
- License LBNL developed technology to qualified companies
- Create startup companies to further develop LBNL technology
- Co-develop technology for commercial applications



Innovation and Partnerships Office



National User Facilities



User Facilities FY14:

- ~2000 projects
- 88 with private sector
- 50 with small businesses
- >10,000 users

User Facilities almost at capacity!



Innovation and Partnerships Office

Licensees: From Lab to Market

ENERGY & ENVT

- Energy Efficiency
- Renewables
- Energy Exploration
- Remediation

BIOTECH

- Synthetic Biology
- Imaging
- Diagnostics

ADVANCED MATERIALS

- Energy Storage
- Solar
- Smart Windows
- Nanotechnology



Innovation and Partnerships Office

40+ Start-ups based on LBNL techs



Innovation and Partnerships Office

Research Partnerships

FY14, non-federal Work for Others (WFO): **\$52.2M total funds-in** 438 - *Including 124 U. S. industry / 60 small businesses*

FY14, Cooperative Research and Development Agreements (CRADAs): **\$1.02M total funds-in** 16 *Including 7 U. S. industry / 6 small business*

aBeam
technologies

virdia



Plexxikon



Innovation and Partnerships Office

What's Next?



How can we grow
industry engagement
and
support innovation
at LBNL?



Innovation and Partnerships Office

The New IPO

October 2014: Technology Transfer and Intellectual Property Management Group merged with the non-federal Work for Others group.

This integrated team is now known as the **Innovation and Partnerships Office – IPO.**

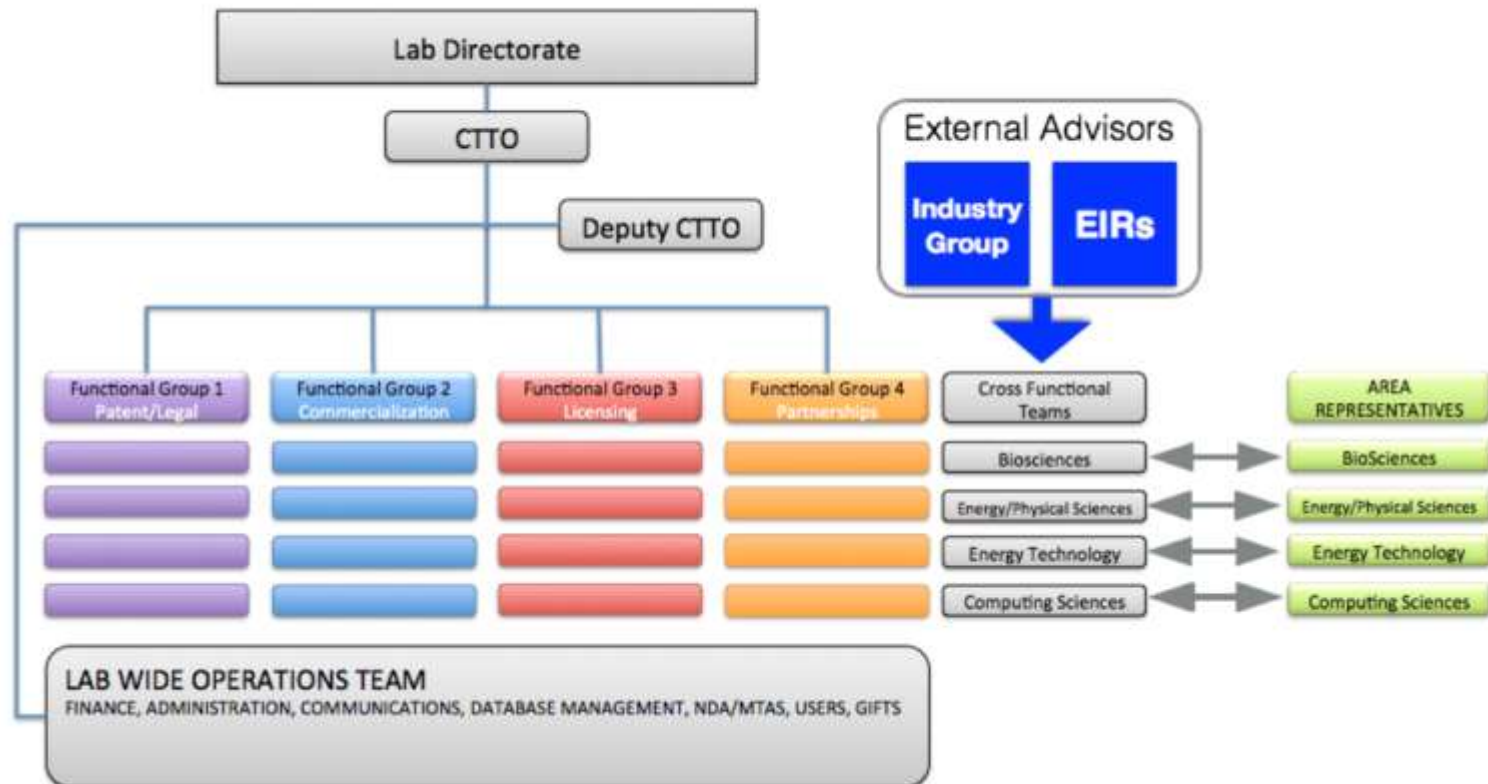
Over the next 6 months the group worked to develop a new strategic vision and plan for the office

First step was organizational restructuring

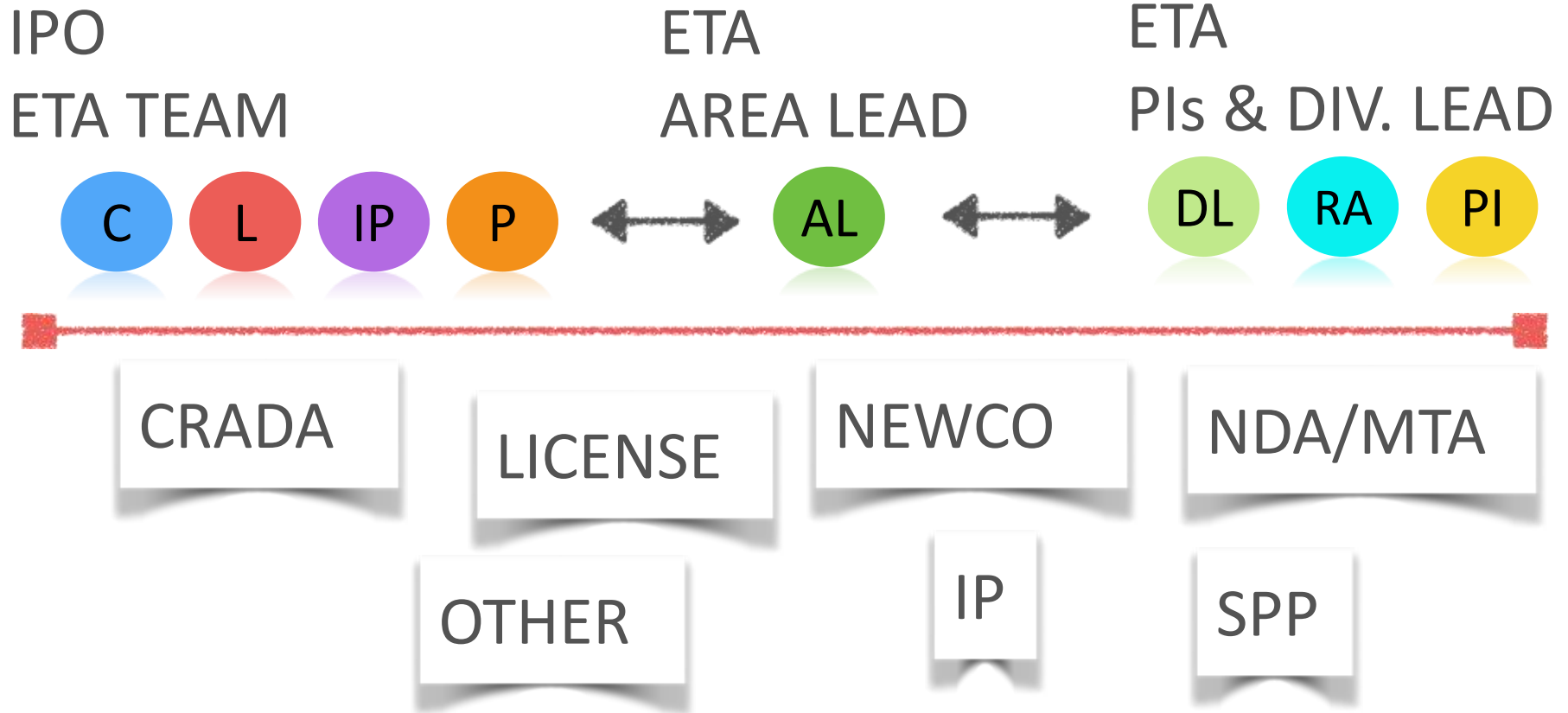


Innovation and Partnerships Office

IPO Reorganization



Energy Technologies Area team



4 Key IPO Initiatives



1. The Technology Landscape

2. The Innovation Ecosystem



3. The External Environment

4. The Customer Experience



Innovation and Partnerships Office

The Technology Landscape

Map current intellectual assets

Develop effective technology assessments

Clear IP protection and maintenance strategy



Innovation and Partnerships Office

The Innovation Ecosystem

Create training/experiential opportunities

- Cyclotron road hard tech accelerator
- DOE Lab-Corps Pilot Program – *modeled after NSF's I-Corps*

Engage external investors and entrepreneurs

Communicate innovation and entrepreneurial resources to the Lab community



Innovation and Partnerships Office

The External Environment

- Proactively drive industry interest in Berkeley Lab technologies through effective communication (SBV, TIR pilots)
- Expanding IPO's industry contacts
- Creating and consulting an industry advisory group



The Customer Experience

- Dedicated cross-functional teams
- Clear communication – internally, externally
- Relationship building through collaboration
- Survey, measure and report



The New IPO

*accelerating access
translating knowledge*

Innovation.



Partnerships.



Opportunity.



Questions?



Innovation and Partnerships Office